



Doing Business With NASA Facilities Construction Briefing

by
Robert Medina
Small Business Specialist

NASA Dryden Flight Research Center





Doing Business With NASA Basics

- Preparation
 - Focus
 - Know Customer Do Homework
 - Solutions
- People – People Do Business With People
- Patience – Long Term Relations
- Persistence – But Don't Be A Pest
- Performance – Exceed Customer Expectations





Homework

- Tools To Doing Business with NASA (<http://osbp.nasa.gov/business.html>)
- Get To Know NASA Small Business Specialist Your Initial Point-Of-Contact (<http://osbp.nasa.gov/contacts.html>)
- Review NASA Center Homepages (<http://www.nasa.gov/centers/hq/organization/index.html>)
- Review NASA Strategic Plan and Budget (<http://www.nasa.gov/news/budget/index.html>)
- Review NASA Visions For Space Exploration (http://www.nasa.gov/mission_pages/exploration/main/index.html)
- Business Partner Network (<http://www.bpn.gov/>)





Business Opportunities

- NASA Acquisition Forecast (<http://prod.nais.nasa.gov/cgi-bin/nais/forecast.cgi>)
- NASA Synopsis Search (http://prod.nais.nasa.gov/cgi-bin/eps/syn_search.cgi)
- List of NASA On-Site Contractors
- Federal Procurement Data System (<https://www.fpds.gov/>)
- NASA's Budget
(<http://www.nasa.gov/news/budget/index.html>)



NASA Dryden FY 2011 Facilities Construction Forecast

<u>TITLE</u>	<u>ANTICIPATED COMPETITION</u>	<u>EST. \$ RANGE</u>	<u>RFP RELEASE</u>
Facilities Maintenance Support Services	TBD	\$5-10M	3 rd Qtr.
A&E Services	TBD	\$1-5M	1 st Qtr.
Repair Sewer System	TBD	\$1-5M	3 rd Qtr.
Repair Three Aircraft Hanger/ Aircraft Support Facility	TBD	\$1-5M	3 rd Qtr.
Construct Facilities Support Center	TBD	\$5-10M	4 th Qtr.
Repair Flightline Access Roads & Aircraft Ramps Phase 1 of 2	TBD	\$1-5M	3 rd Qtr.



NASA Dryden FY 2012 Facilities Construction Forecast (Cont.)

<u>TITLE</u>	<u>ANTICIPATED COMPETITION</u>	<u>EST. \$ RANGE</u>	<u>RFP RELEASE</u>
Repair Electrical Distribution System - Phase VII	TBD	\$5-10M	3 rd Qtr.
Lighting and Sky-Lighting Electric Stick	TBD	\$1-5M	3 rd Qtr.
Photovoltaic Solar Power System	TBD	\$1-5M	3 rd Qtr.
Repair Center-Wide Fire Mains	TBD	\$5-10M	3 rd Qtr.
Repair Aircraft Support Facilities	TBD	\$1-5M	3 rd Qtr.
Repair Flightline Access Roads & Aircraft Ramps Phase 2 of 2	TBD	\$1-5M	3 rd Qtr.





Contact Information:

Robert Medina
Small Business Specialist
NASA Dryden Flight Research Center
P. O. Box 273, M/S: D-1422
Edwards, CA 93523-0273
Ph. 661-276-3343
FAX 661-276-2904
E-Mail: Robert.Medina-1@nasa.gov

